



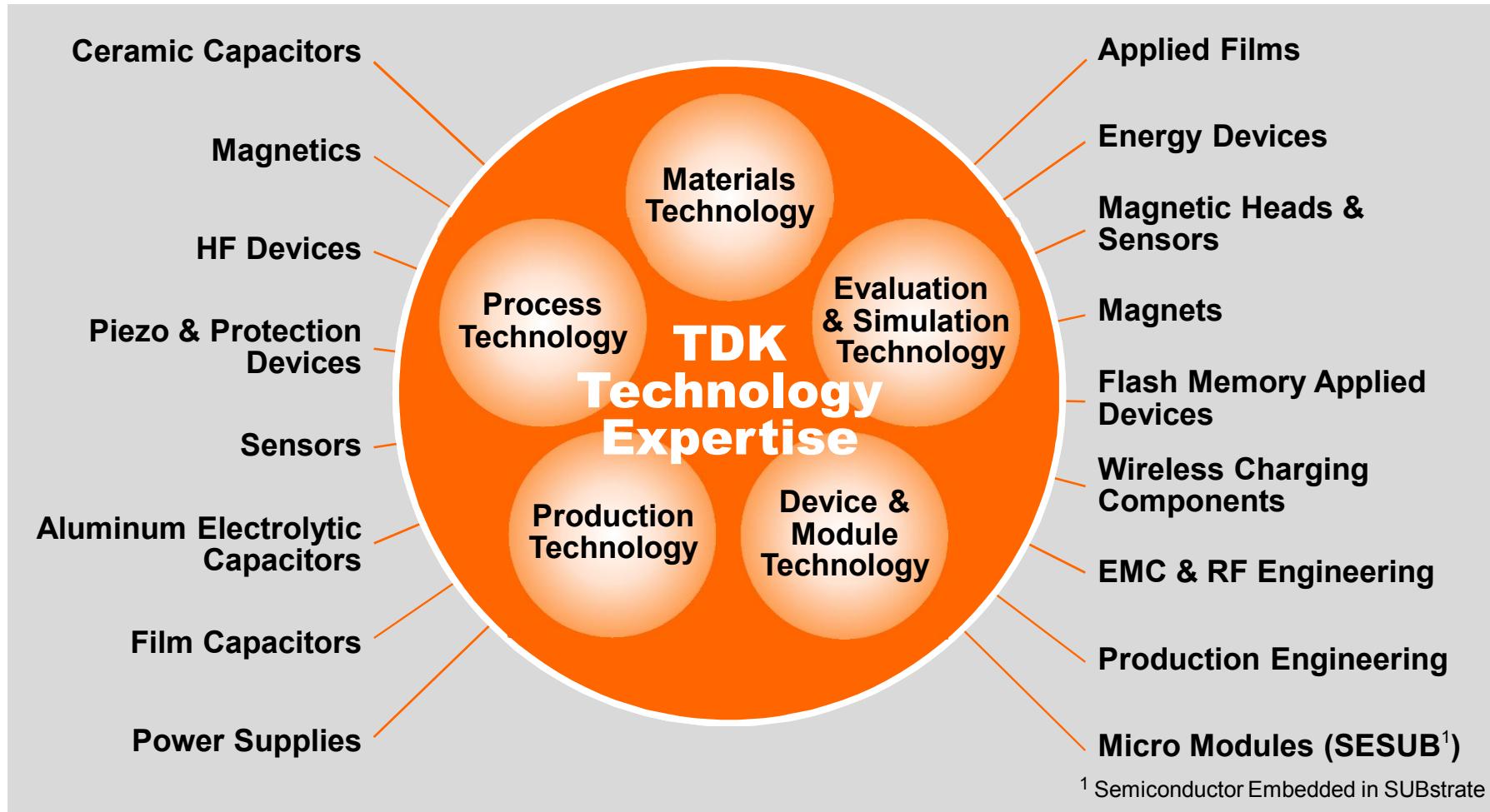
TDK Corporate Charts 2015 – 2016

Group Profile

TDK at a glance

Key info (Fiscal 2015, ending March 31)		Evolution	
Business	<ul style="list-style-type: none">• Passive components• Magnetic application products• Film application products• Others	1935	TDK (Tokyo Denki Kagaku Kogyo = Tokyo Electric & Chemical Industries) established in Japan to manufacture and commercialize ferrites
Headquarters	Tokyo, Japan	1986	SAE Magnetics acquired
Sales	JPY 1,083 billion	2005	Amperex Technology Limited (ATL) acquired
Sites	More than 110 factories, R&D and sales offices in more than 30 countries	2005	TDK-Lambda Corporation established
Employees	88,000	2007	Recording Media Business sold
		2008	EPCOS AG acquired

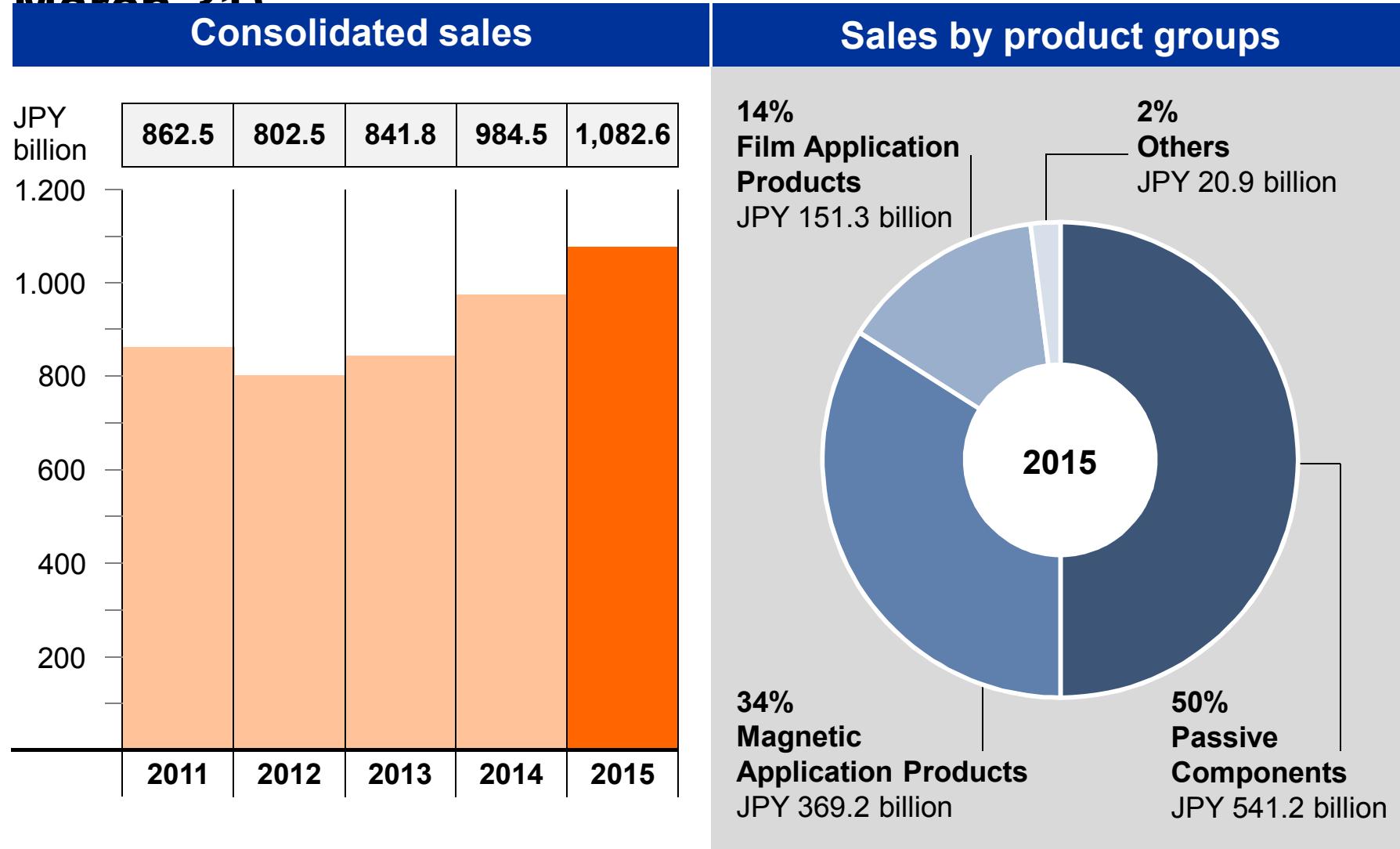
Excellence in competence



Key figures worldwide (Fiscals 2015 & 2014, ending March 31)

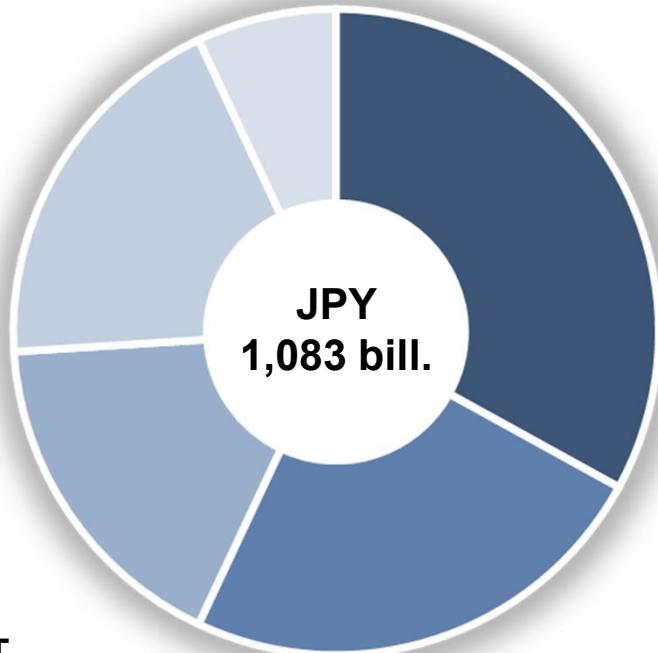
USD млрд.	2015	Change	2014	Change
Net sales	9,2	+12.0%	8,2	+16.9%
Employees	88,000	+6%	83,000	+4%

TDK sales development (Fiscals 2011 – 2015, ending March 31)



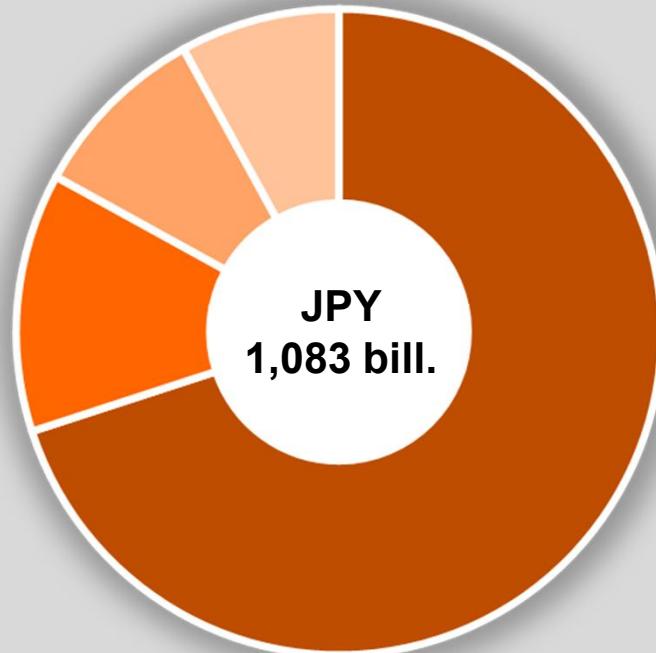
TDK – Well positioned in industries and regions (Fiscal 2015, ending March 31)

Sales by industries



- ICT
- ICT (HDD Heads & Suspensions)
- Automotive
- Industrial
- Consumer

Sales by regions



- Asia
- Europe
- Japan
- Americas

We provide advanced solutions for Automotive

» You are experiencing TDK.



Pressure sensors
for harsh environments



Current sensors



Piezo actuators



Power chip capacitors
for e-mobility



Gear tooth
sensors



Temperature
sensors for
automatic
transmission fluid



DC/DC converters
for xEV



Anechoic chambers
with 10 m test range



MLCCs for
highest reliability



High-precision
TMR angle &
motion sensors



Rare earth &
ferrite magnets



SMT power
inductors up to
+150°C



Common-mode
chokes for CAN,
FlexRay & Ethernet



1D & 3D
transponder coils
for RKE & TPMS



Aluminum
electrolytic
Capacitors with
high reliability



Multilayer
varistors for reliable
ESD protection



Film capacitors
for HID lamps &
electric vehicles



High-current
chokes for DC/DC
converters



SAW components
for telematics,
RKE & TPMS



Customized
NTC temperature
sensors



Gate-drive
transformers

We provide advanced solutions for Information & Communication Technology

» You are experiencing TDK.



Lithium-ion
polymer batteries



Base station
isolators &
circulators for
all systems



Magnetic heads



PTC/NTC
thermistors



SMD multilayer
varistors without
temperature derating



Surge arresters
for all systems



Lens actuators
for camera
modules



ITO transparent
conductive films



Thin-film &
multilayer RF chip
components



Wireless
Charging
solutions



Neodymium
magnets for
voice coil motors



Enhanced MLCCs
for all systems



Power inductors
for power
management units



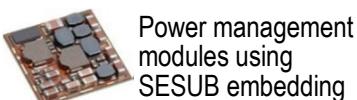
Application-specific
EMI/ESD filter
modules



Transformers &
chokes for network
infrastructure



Multilayer varistors
& CeraDiodes®
for all systems



Power management
modules using
SESUB embedding



SAW & BAW
filters & duplexers
for cellular &
connectivity
systems



Pressure sensors
for mobile &
wearable devices



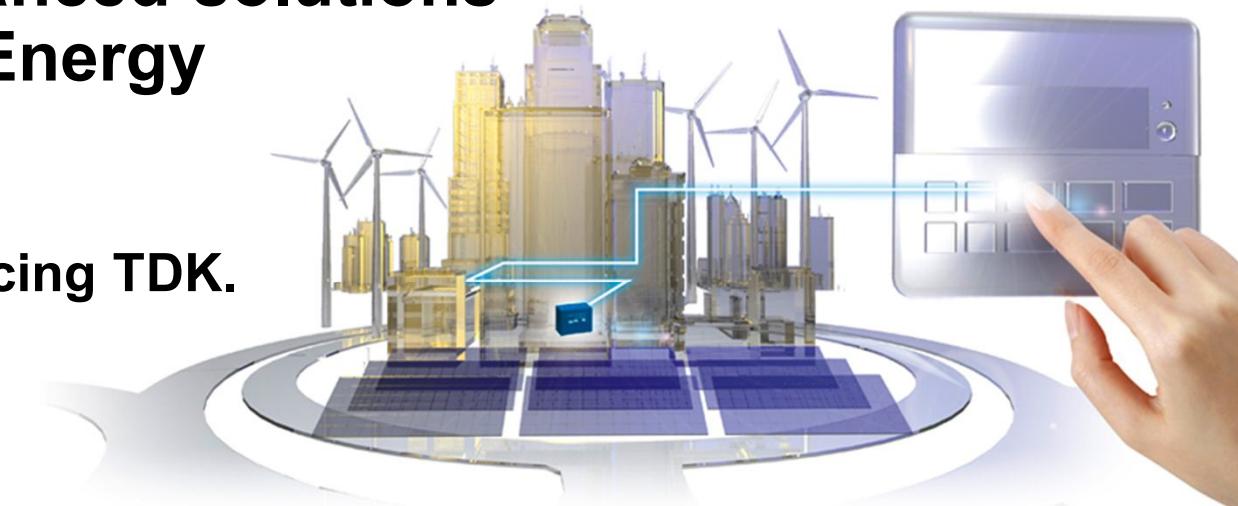
Cellular RF modules
& connectivity
SiP & RF modules



High Q RF
inductors

We provide advanced solutions for Industrial & Energy

» You are experiencing TDK.



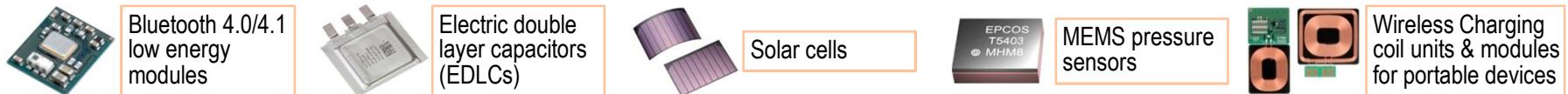
 Power line, EMC & sine-wave filters for currents up to 8 kA	 Aluminum electrolytic capacitors for high ripple currents	 High reliability SMT power inductors	 Industrial flash storage products & SSDs	 Power supplies
 Magnets for wind power generators	 Active harmonic filters (PQSine™) for complete power quality	 Varistors & surge arresters for overvoltage protection	 UHV ceramic capacitors for highest reliability	 PFC products for energy efficiency & power quality
 Pulse transformers for LAN interfaces	 Ferrite cores	 DC/DC power modules	 Common-mode chokes for high currents	 Bidirectional DC/DC converters
 High reliability power capacitors	 Ceramic ripple suppressors (CeraLink™) for embedding in IGBT modules	 Output chokes up to 1500 A	 X & Y capacitors for EMI suppression	 Flip Chip bonding machines

We provide advanced solutions for Home Applications & Healthcare

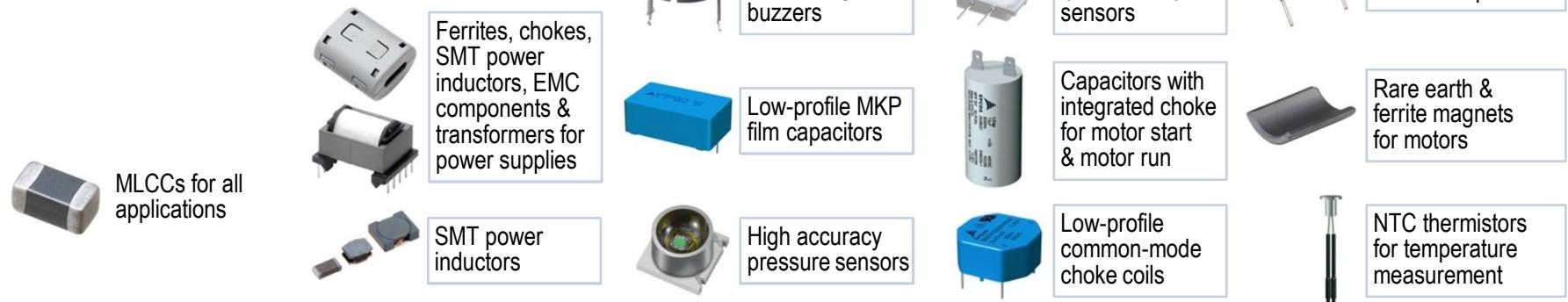
» You are experiencing TDK.



Solutions for Healthcare



Solutions for Home Applications



80 years of driving progress – TDK is one of the most innovative electronics companies

History

Four world class innovations by TDK

- Materials Technology with origins in Ferrite. (1935)
- Magnetic tape technology revolutionizes music life. (1966)
- Fine multi-layering technology drives miniaturization and weight reduction of electronic equipment. (1980)
- Magnetic head technology opens the way to amazingly high recording density. (1994)

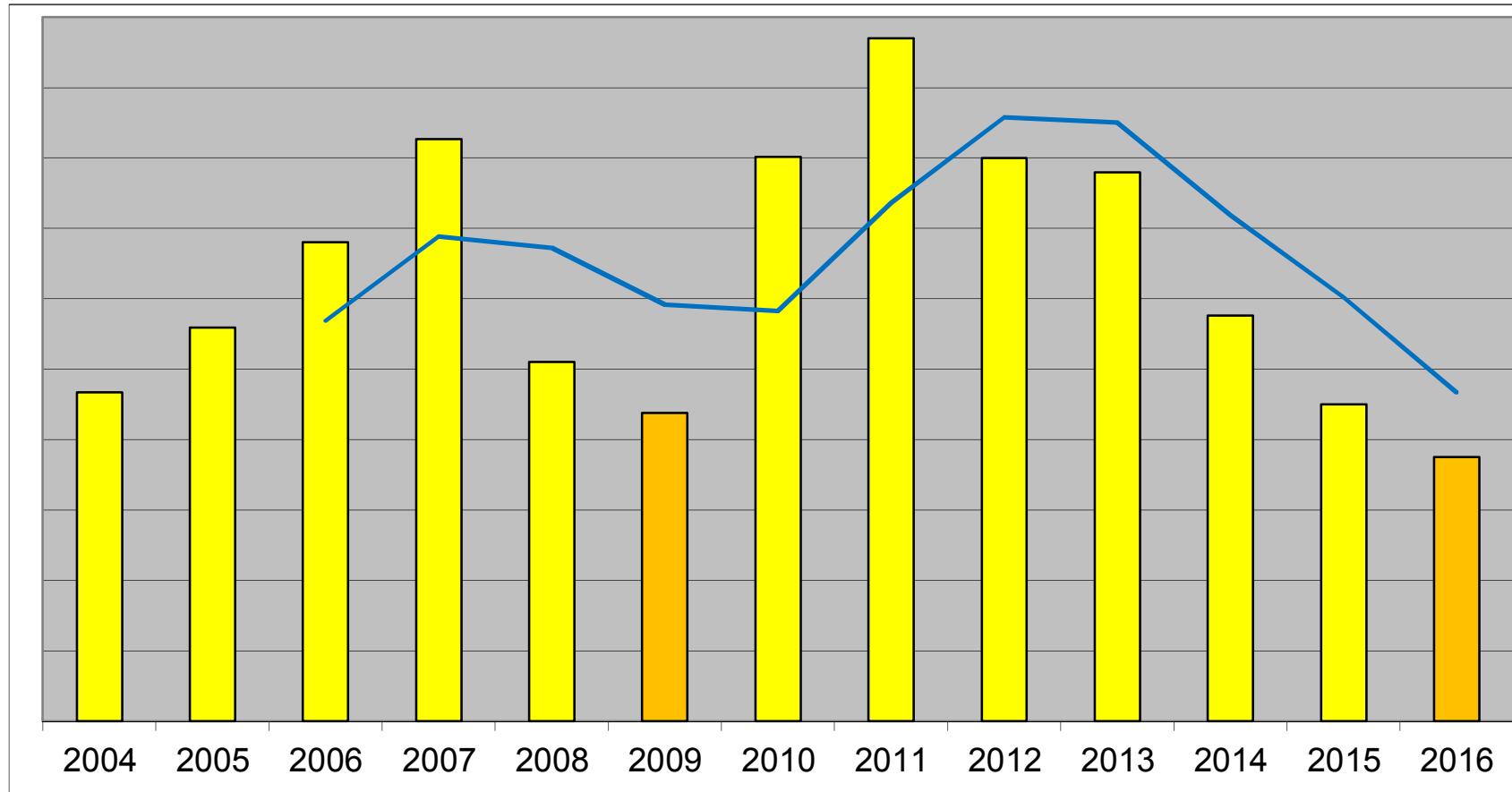
Today

TDK named as one of Top 100 Global Innovators

- Three years in a row (2012 – 2014) TDK is named as one of the Thomson Reuters 'Top 100 Global Innovators'. The selection was made according to the overall volume of patents, success rate, global reach of patent portfolio, and influence (citations).



Продажи СНГ



1. Сокращение, насыщение общего доступного рынка
2. Значительная конкуренция, ценовая эрозия
3. Не возможность долгосрочного планирования, дефицит оборотных средств - консервативная финансовая политика

Новые разработки , образцы

Поставки образцов значительно выросли. В основном за счет появления ТДК линейки продуктов.

Высокий уровень осведомленности наших разработчиков о новых продуктах.

Требование к обновлению линейки продуктов, новых разработках.

Требования к снижению цены – оптимизация дизайна.

ТДК работает система ведения проектов. Дефицит новых проектов.

Производители гражданской продукции

Позитив:

Компании лидеры отрасли – Итэлма, Болид, Инкотекс, Электон и другие.

Новые технологии – LED, RF, IT, Telematic – фрагментированный рынок, малое кол-во, низкие цены, короткий срок жизни.

Приход международных компаний – Бош, Индесит, Альстом и другие.

Вопросы качества , стабильности поставок, гарантий

Негатив:

Сокращение игроков - ТВ (Рубин, Горизонт), Холодильники (Бирюса, Норд)

Уход старых технологий (проводная связь- Интеркросс, большие источники питания телеком)

Эрозия цен

Отсутствие поддержки со стороны государства (отсутствие пошлин на готовую продукцию, приоритет отечественным разработкам)

Клиенты компании

2014 год

4 локальных дистрибутора – 76 % оборота

Активных 20 клиентов

Прямые клиенты 13 , из них с оборотом более 100кЕ – 9

В 2015 г доля локальных дистрибуторов составит - 60%

Компания сокращает число дистрибуторов

Существует система оценки дистрибуторов

